

Message Text

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TO AMEMBASSY NDJAMENA

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STADIS////////////////////////////////

E.O. 11652: N/A

TAGS: EGEN, CD

SUBJECT: GTE EARTH SATELLITE STATION FOR CHAD

REFS: (A) STATE 173923; (B) STATE 080729

1. GTE INTERNATIONAL SYSTEMS VICE PRESIDENT HERBERT C. EDGAR, JR., WALTHAM, MASS. AND WASHINGTON REP JANE P. DAVIS MET WITH AF/W DIRECTOR AND COUNTRY OFFICER JULY 29 TO SEEK DEPT'S HELP IN OBTAINING FAVORABLE EXIM BANK CONSIDERATION OF FCIA CREDIT INSURANCE REQUEST FOR SALE OF SATELLITE COMMUNICATION EARTH STATION TO MINISTRY OF POSTS AND TELECOMMUNICATION OF CHAD. COMPLAINING OF "NEGATIVE" EXIM BANK ATTITUDE EDGAR ASSERTED THAT A.D. LITTLE STUDY COMMISSIONED BY GTE (COPY LEFT WITH AF/W) FULLY CONFIRMED ECONOMIC VIABILITY OF PROJECT. EXIM, HOWEVER, KEPT REQUESTING ADDITIONAL GOC FINANCIAL INFORMATION AND EVEN DECLINED TO REVIEW A.D. LITTLE REPORT ON GROUNDS THAT LARGE CHADIAN GOVERNMENT INTERNATIONAL PAYMENTS ARREARAGES INDICATED TOO LARGE A RISK FOR EXIM BANK INVOLVEMENT. EDGAR ASKED AF/W'S ADVICE RE NEXT STEP GTE MIGHT TAKE TO LIMITED OFFICIAL USE

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MOVE EXIM TOWARD FAVORABLE DECISION.

2. WE NOTED THAT EXIM BANK WAS NOT RPT NOT IN PROCESS OF
CONSIDERING PROJECT, BUT HAD ALREADY TURNED DOWN PROPOSAL

MARCH 8 AND HAD REAFFIRMED ITS POSITION IN JULY 8 MEETING
WITH CHADIAN AMBASSADOR ALINGUE. WE SUGGESTED GTE
INTERNATIONAL MIGHT WISH TO SOUND OUT POSSIBLE OPIC
INTEREST IN SATELLITE COMMUNICATIONS STATION PROJECT.

3. FYI: WE SUBSEQUENTLY DISCUSSED PROJECT WITH OPIC
(BONNY HENDERSON), EXPLAINING FAVORABLE CONCLUSIONS OF
A.D. LITTLE REPORT AND GTE'S CONFIDENCE THAT SATISFACTORY
REVENUE INSULTATION ARRANGEMENT CAN BE WORKED OUT WITH
GOC. OPIC WILLING TO DISCUSS AND EXPLORE POSSIBILITIES
WITH GTE. KISSINGER

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